

## Message Text

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ACTION STR-07

INFO OCT-01 ISO-00 STRE-00 NEA-10 IO-13 AGRE-00 CEA-01  
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10  
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00  
AID-05 SS-15 ITC-01 TRSE-00 USIA-06 SP-02 SOE-02  
OMB-01 DOE-11 /115 W  
-----074028 111253Z /14

P 101653Z MAR 78  
FM USMISSION GENEVA  
TO SECSTATE WASHDC PRIORITY 7067  
INFO AMEMBASSY ISLAMABAD

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USMTN

ACTION STR PASS STR ELECTRONICALLY STR PASS CODEL

EO 11652: N/A  
TAGS: ETRD, GATT, MTN  
SUBJECT: MTN: CONSULTATIONS WITH PAKISTAN ON US OFFERS  
AND FUTURE WORK PROGRAM

REF: GENEVA A-102 DATED 3/8/78

1. SUMMARY: US MTN DEL MET WITH PAKISTANI REPRESENTATIVE  
(HAMID) ON FEBRUARY 28 TO EXPLAIN IMPORTANCE OF US TARIFF  
OFFERS TO PAKISTAN AND TO SOLICIT REQUESTS AND A RESPONSE  
TO US INDICATIVE EXPORT INTERESTS LISTS ASAP. PAKISTANI  
DEL EXPRESSED APPRECIATION FOR US PRESENTATION BASED ON  
PRELIMINARY MTN DEL ANALYSIS OF OFFER TO PAKISTAN WHICH  
SHOWED FOLLOWING: IN INDUSTRIAL TARIFFS, US WILL MAKE  
FORMULA OFFERS ON 17.7 MILLION DOLLARS OF IMPORTS FROM  
PAKISTAN (1976 DATA), GREATER-THAN-FORMULA CUTS ON 5.1  
MILLION DOLLARS, LESS-THAN-FORMULA CUTS ON 26.8 MILLION  
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DOLLARS (OFFERS AVERAGE AROUND 20 PERCENT IN THIS GROUP),  
AND EXCEPTIONS ON 5 MILLION DOLLARS; IN AGRICULTURE,  
US OFFER MAKES NO EXCEPTIONS ON IMPORTS FROM PAKISTAN,  
THOUGH MOST ITEMS FALL INTO "NOT REQUESTED" OR "NOT  
REQUESTED BY MAJOR SUPPLIER" CATEGORIES AND WERE THEREFORE  
NOT CONSIDERED FOR OFFERS. BASMATI RICE (EX 13055, BROWN  
RICE) IS OFFERED AT FULL US AUTHORITY IN DIRECT RESPONSE

TO PAKISTANI INTEREST. HAMID INDICATED THAT PAKISTAN INTENDED TO RESPOND WITH MTN CONTRIBUTIONS, BUT THAT THE TIMING AND SCOPE OF ITS RESPONSE WERE UNDECIDED. END SUMMARY

2. US DEL MADE FOLLOWING PRINCIPAL POINTS:

(A) US OFFER IS GENEROUS, BUT ITS IMPLEMENTATION OR MAINTENANCE DEPENDS UPON RESPONSES RECEIVED FROM TRADE PARTNERS INCLUDING LDC'S;

(B) WE DO NOT EXPECT FULL RECIPROCITY FROM PAKISTAN, BUT CANNOT ACCEPT A COMPLETELY ONE-SIDED NEGOTIATING PROCESS;

(C) THE TIME FOR DETAILED NEGOTIATIONS BETWEEN THE US AND PAKISTAN IS NOW, SINCE WE MUST EXPECT THAT THE LAST PHASE OF THE NEGOTIATIONS IN THE SUMMER WILL CONCENTRATE ON STRIKING OF DEALS BETWEEN MAJOR COUNTRIES, AND LDC'S RUN THE RISK OF BEING LEFT OUT IF THEIR AFFAIRS HAVE NOT BEEN FINALIZED BY THEN;

(D) US URGENTLY NEEDS TWO THINGS FROM PAKISTAN-- REQUEST LISTS AND INDICATION OF RESPONSES TO US INDICATIVE LISTS--TO ENGAGE IN SUBSTANTIVE NEGOTIATIONS.

3. HAMID RESPONDED TO LAST POINT BY SAYING HE WAS IN LIMITED OFFICIAL USE

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FINAL STAGES OF PREPARING A REQUEST LIST (RECEIVED MARCH 1, SEE REFAIR), AND THAT PAKISTAN EXPECTED TO RESPOND TO US INDICATIVE LIST. HE SAID THAT HE DISCOUNTED THE VALUE OF US TARIFFS OFFER SINCE DC'S HAD APPARENTLY DECIDED TO STRENGTHEN NON-TARIFF BARRIERS TO PAKISTAN'S KEY TEXTILE EXPORTS (A REFERENCE TO MFA RENEWAL) AND WERE MOVING TOWARDS SELECTIVITY IN SAFEGUARDS WHICH WOULD NULLIFY THE VALUE OF BOUND TARIFF CONCESSIONS TO WEAK COUNTRIES. HAMID SAID THAT PAKISTAN AND OTHER LDC'S HAD TO WAIT UNTIL THE NET EFFECTS OF DC OFFERS IN ALL AREAS OF NEGOTIATION BECAME CLEAR BEFORE MAKING THEIR OWN. (MTN DEL COUNTERED THAT OUR ABILITY TO PROGRESS DEPENDS UPON SOME EVIDENCE OF RESPONSE BY OTHERS, WHICH COULD BE CONDITIONAL ON OVER-ALL MTN DEVELOPMENTS, AS INDEED WERE OUR OFFERS.)

4. COMMENT: HAMID APPEARS READY TO BEGIN SERIOUS DISCUSSIONS ON THE BASIS OF SOME PAKISTANI CONTRIBUTION TO THE MTN. HE SEEMS TO HAVE CONSIDERABLE FLEXIBILITY TO DEAL ON HIS OWN AUTHORITY, BUT HE INDICATED THAT THE BASIC DECISIONS OF TIMING AND SCOPE OF PAKISTANI CONTRIBUTION MUST BE MADE IN ISLAMABAD. END COMMENT.

5. DRAFTED BY SMITH. CULBERT

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** NEGOTIATIONS, TARIFFS  
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**Copy:** SINGLE  
**Draft Date:** 10 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**Reference:** 78 GENEVA A-102  
**Retention:** 0  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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20 Mar 2014  
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